

SANTA ANA DISTRICT OFFICE
FY 2016 LENDER RANKINGS
AS OF 3/31/16



TOP 3 LENDERS

#1 WELLS FARGO BANK, N.A. 211 \$72,734,900	#2 U.S. BANK, N.A. 119 \$31,359,300	#3 JPMORGAN CHASE BANK, N.A. 66 \$11,517,100
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Rank	Lender Name	# of Loans	\$ Amount of Loans	Average \$/Loan
1	WELLS FARGO BANK NATL ASSOC	211	\$72,734,900	\$344,715
2	U.S. BANK NATIONAL ASSOCIATION	119	\$31,359,300	\$263,524
3	JPMORGAN CHASE BANK NATL ASSOC	66	\$11,517,100	\$174,502
4	CDC SMALL BUS. FINAN CORP	43	\$33,522,200	\$779,586
5	COMPASS BANK	33	\$6,579,000	\$199,364
6	COMMUNITY BANK	29	\$27,033,500	\$932,190
7	PACIFIC W. CERT. DEVEL CORP	18	\$17,339,000	\$963,278
8	EAST WEST BANK	17	\$11,597,000	\$682,176
9	CELTIC BANK CORPORATION	16	\$4,495,000	\$280,938
10	HANA SMALL BUS. LENDING INC.	15	\$8,989,000	\$599,267
11	MORTGAGE CAP. DEVEL CORP	13	\$22,337,000	\$1,718,231
12	PLAZA BANK	13	\$13,362,700	\$1,027,900
13	COMERICA BANK	13	\$1,393,000	\$107,154
14	SEACOAST COMMERCE BANK	12	\$11,866,400	\$988,867
15	BANK OF THE WEST	12	\$11,864,900	\$988,742
16	BFC	12	\$7,847,000	\$653,917
17	WILSHIRE BANK	12	\$2,912,000	\$242,667
18	CALIFORNIA UNITED BANK	11	\$9,588,000	\$871,636
19	CALIFORNIA STATEWIDE CERT. DEV	10	\$11,990,000	\$1,199,000
20	CITIBANK, N.A.	10	\$4,928,000	\$492,800
21	FIRST HOME BANK	10	\$2,810,000	\$281,000
22	PACIFIC CITY BANK	9	\$8,818,000	\$979,778
23	UNITI BANK	9	\$7,847,000	\$871,889
24	BBCN BANK	8	\$6,097,000	\$762,125
25	COMMONWEALTH BUSINESS BANK	8	\$4,474,000	\$559,250
26	KINECTA FCU	8	\$2,447,700	\$305,963
27	US METRO BANK	7	\$7,300,500	\$1,042,929
28	SOUTHLAND ECONOMIC DEVEL CORP	7	\$5,245,000	\$749,286
29	MUFG UNION BANK NATL ASSOC	7	\$4,522,800	\$646,114
30	CAPITAL BANK	7	\$4,365,300	\$623,614
31	STEARNS BK NATL ASSOC	7	\$1,570,800	\$224,400
32	COMMERCIAL BANK OF CALIFORNIA	6	\$7,816,200	\$1,302,700
33	PACIFIC PREMIER BANK	6	\$5,715,500	\$952,583
34	GBC INTERNATIONAL BANK	6	\$3,488,000	\$581,333
35	LIVE OAK BANKING COMPANY	6	\$2,605,000	\$434,167
36	RABOBANK, NATIONAL ASSOCIATION	6	\$1,757,800	\$292,967
37	MANUFACTURERS BANK	6	\$1,689,000	\$281,500
38	PACIFIC ENTERPRISE BANK	5	\$6,793,000	\$1,358,600
39	OPEN BANK	5	\$6,240,200	\$1,248,040
40	COMMUNITY VALLEY BANK	5	\$3,906,000	\$781,200
41	BAY AREA EMPLOYMENT DEVEL CO	5	\$3,598,000	\$719,600
42	HANMI BANK	5	\$3,309,000	\$661,800
43	ENTERPRISE FUNDING CORPORATION	5	\$2,033,000	\$406,600
44	CITY NATIONAL BANK	5	\$1,045,000	\$209,000
45	FIRST CHOICE BANK	4	\$4,472,700	\$1,118,175
46	RIDGESTONE BANK	4	\$3,871,000	\$967,750
47	AMPAC TRI-STATE CDC, INC.	4	\$1,416,000	\$354,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
48	NEWTEK SMALL BUS. FINANCE INC.	4	\$740,000	\$185,000
49	COMMERCEWEST BANK	4	\$610,000	\$152,500
50	INDEPENDENCE BANK	4	\$600,000	\$150,000
51	ZIONS FIRST NATIONAL BANK	4	\$175,000	\$43,750
52	HOMESTREET BANK	3	\$5,261,400	\$1,753,800
53	ROYAL BUSINESS BANK	3	\$5,086,000	\$1,695,333
54	BANK OF AMERICA NATL ASSOC	3	\$2,408,800	\$802,933
55	ADVANTAGE CERT. DEVEL CORP	3	\$1,275,000	\$425,000
56	UMPQUA BANK	3	\$878,000	\$292,667
57	SO CAL CDC	2	\$10,334,000	\$5,167,000
58	CAPITAL ACCESS GROUP, INC.	2	\$2,197,000	\$1,098,500
59	THE BANCORP BANK	2	\$2,183,200	\$1,091,600
60	HOME BANK OF CALIFORNIA	2	\$2,120,000	\$1,060,000
61	CTBC BANK CORP. (USA).	2	\$1,756,000	\$878,000
62	FIRST GENERAL BANK	2	\$1,607,600	\$803,800
63	BANNER BANK	2	\$1,301,000	\$650,500
64	MEADOWS BANK	2	\$1,167,000	\$583,500
65	EVERTRUST BANK	2	\$1,150,000	\$575,000
66	INTERNATL CITY BANK NATL ASSOC	2	\$800,000	\$400,000
67	SPIRIT OF TEXAS BANK, SSB	2	\$681,200	\$340,600
68	PREMIER BUSINESS BANK	2	\$595,000	\$297,500
69	KEYPOINT CU	2	\$529,500	\$264,750
70	UNITED BUSINESS BANK, F.S.B.	2	\$474,500	\$237,250
71	GOLDEN PACIFIC BANK NATL ASSOC	2	\$425,000	\$212,500
72	BANK RHODE ISLAND	2	\$405,000	\$202,500
73	PACIFIC MERCANTILE BANK	2	\$375,000	\$187,500
74	BANK OF SOUTHERN CALIFORNIA NA	2	\$356,000	\$178,000
75	VALLEY ECONOMIC DEVEL CORP.	2	\$170,000	\$85,000
76	FIRST UTAH BANK	1	\$5,000,000	\$5,000,000
77	CATHAY BANK	1	\$4,000,000	\$4,000,000
78	WALLIS STATE BANK	1	\$3,347,000	\$3,347,000
79	OPUS BANK	1	\$1,980,000	\$1,980,000
80	PACIFIC WESTERN BANK	1	\$1,515,000	\$1,515,000
81	SOUTH CNTY BANK NATL ASSOC	1	\$1,300,000	\$1,300,000
82	HERITAGE BANK OF COMMERCE	1	\$1,000,000	\$1,000,000
83	FIRST FINANCIAL BANK	1	\$1,000,000	\$1,000,000
84	LCA BANK CORPORATION	1	\$917,000	\$917,000
85	SCE FCU	1	\$750,000	\$750,000
86	UNITED COMMUNITY BANK	1	\$655,000	\$655,000
87	FIRST BANK FINANCIAL CENTRE	1	\$579,100	\$579,100
88	MISSION VALLEY BANK	1	\$561,300	\$561,300
89	CALIFORNIA CU	1	\$475,000	\$475,000
90	TECHNOLOGY CU	1	\$310,000	\$310,000
91	MEGA BANK	1	\$300,000	\$300,000
92	AMER PLUS BANK NATL ASSOC	1	\$300,000	\$300,000
93	AMERICAN BUSINESS BANK	1	\$250,000	\$250,000
94	WOORI AMERICA BANK	1	\$250,000	\$250,000
95	SAN DIEGO PRIVATE BANK	1	\$176,000	\$176,000
96	SECURITY BANK OF CALIFORNIA	1	\$150,000	\$150,000
97	PROAMERICA BANK	1	\$150,000	\$150,000
98	READYCAP LENDING, LLC	1	\$147,500	\$147,500
99	OBDC SMALL BUSINESS FINANCE	1	\$100,000	\$100,000
100	E-CENTRAL CU	1	\$54,900	\$54,900
	TOTALS:	949	\$509,437,500	\$536,815